



Russian Aviation and Space Agency (Rosaviakosmos)

Process

Principal Components of Offer

- Offer Description
- Technical Information
- Company Information and Management Team
- Market Analysis and Strategy Summary
- Financial Plan
- Letters of Intent/Commitment

Offer Review Steps

- Registration of Offer
- Review: Business Issues
 - Technical Issues
 - Legal/Policy Issues
- Dispositioning (Acceptance/Rejection)

Notifications to Offeror

- Registration Letter
- Evaluation Letter
- Status Letter

Commercial Development

- Minimal time from user's offer to project implementation
Depending on procedures
- Simple and clear process for offer review and selection, applied criteria, existing limitations, and restrictions
Depending on procedures
- Transparent pricing policy, reduced prices
Depending on project specificity
- Confidentiality/proprietary rights (i.e., intellectual property rights) protection
Depending on project specificity
- Standard commercial contracts for standard services
Depending on project specificity
- Nonstandard service offer (in particular, services which cannot be provided by other partners: delivery and accommodation of non-standard equipment, user consulting based on Russian unique experience, user access to databases on previous activities onboard Russian crewed space stations, etc.)
Depending on project specificity

Available Inventory (Resources)

■ Scientific and applied research and experiments

Limitations: Available power, volume, crew time, up and down mass delivery within a particular increment

Pricing: Depending on composition (content) and required power, crew time, volume, up and down mass delivery, training

■ Space flight (guest mission), several days' duration, including tourism

Limitations: Available spare seat in transportation vehicle (Soyuz), concurrence with partners (if needed) for nonpartner involvement

Pricing: Depending on visitor (tourist) program content

■ Advertisement (sponsoring, branding)

Limitations: Limited to standards of good taste, ethical norms, relevant agreements with international partners

Pricing: Case-by-case

■ Entertainment (filming, TV-programs, shows, photo and video imaging, etc.)

Limitations: Limited to the above of space flight and/or availability of crew time (in case of crew participation), standards of good taste, ethical norms, crew consent if needed

Pricing: Depending on program and resources (crew time, dedicated hardware, up- and downlink, etc.)

Conditions of Services Sale, Lease of Resources

- Timing of use is negotiable, subject to the inventory of resources and accommodations available at every ISS program stage.
- Resale or transfer of customer rights is not permitted unless specifically agreed for certain cases.
- Costs associated with integration, flight certification, and safety compliance are the responsibility of the buyer.
- Costs associated with all hardware, software, and crew resources used onboard are to be covered by the buyer.
- Delivery to and from the launch site, freight, customs clearance taxes, and duties are the responsibility of the buyer.

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Price Limits for ISS Russian Segment Resources*

Schedule

Price Limits

■ Up payload delivery	\$10K–20K per 1 kg
■ Down payload delivery	\$20K–30K per 1 kg
■ Crew time	\$20K–40K per crew-hour
■ Power	\$1.3K–2K per kWh
■ Pressurized volume	\$800K–1.5M per cubic meter/year
■ EVA	\$2M–4M per EVA exit
■ Space flight (guest mission)	over \$10M per person

* Pricing policy of Rosaviakosmos is currently under development.